

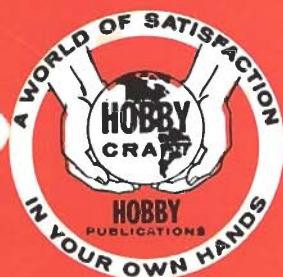
MARCH
1979

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HIA Trade Show Report

— Also In This Issue —

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Command Study



By Rick Mataka, Special Projects Editor

LAST month, there was a very informative letter in this section from Gary Gygax, President of TSR Hobbies. In it he traced some of the developments of conventions in this hobby. Many of the items he discussed are true, but I feel additional clarification and expansion of his comments are needed.

First of all—to set the record straight—Gen Con is the oldest annual convention being run in the U.S. It draws consumers to its doors from all over the world. A prestigious event, it has recently received undue bad publicity. This was partly because of the close proximity between Origins and Gen Con this past year. Steps are now being taken to assure that this will not happen again.

As for Gen Con being a miniatures only convention, this is not true. Mr. Gygax has been a board-gamer since day one. There are only so many tournaments that a limited number of people can monitor. His concepts of other companies running tournaments on their games is correct. Wider participation of manufacturers in refereeing their own games could possibly mean a larger attendance.

However, manufacturers are not the only people who could monitor a tournament. You, the retailer, could also become involved. All it would take is someone who knows a specific game very well. This could be you or someone in your area who you know is a gamer. Indirectly, you would be letting the consumer know you carry items that they may be interested in. This would be excellent publicity for your store, as you would be listed in the program booklet as the sponsor of that tournament.

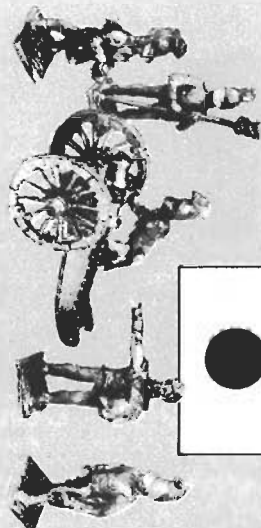
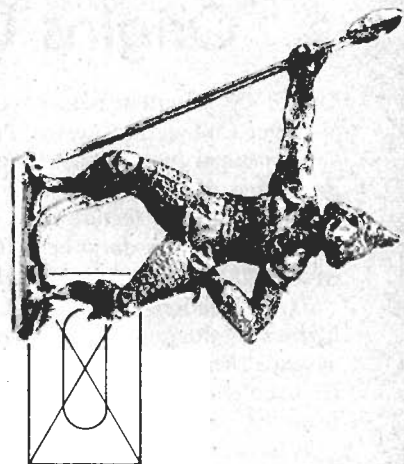
Over three years ago, I began laying the groundwork on what is today's Origins. At that time I was writing mainly for consumer magazines and Origins was a 99 per cent boardgame convention. In my

columns of that time I reviewed boardgames, wargames and military miniatures. I was aware of the conventions then available, but I felt there was something missing. After much research I came to the conclusion that no convention of that time truly represented the entire industry of wargaming, boardgaming and military miniatures. Also, with the conventions in the same area year after year, there were many companies and hobbyists from other areas who couldn't attend. With these ideas, I came up with the concept of a national convention built around the framework of the original Origins. It was to have a universal representation from the manufacturers of wargaming, boardgaming and military miniature products. Because of my close association with all of these manufacturers, Avalon Hill Games' cooperation, and SPI's sponsoring this event, the national Origins saw its birth.

At this time, there are two questions that could arise. First, what defines Origins as a national show, and second, why only manufacturers? First, I felt then, as I do now, that one of the things this hobby needed to begin growing to its full potential was a convention that traveled to the people. This type event would change its location every year, giving new companies who couldn't travel a chance to attend and also hobbyists in that area a chance to participate. Hence, my definition of a national convention for this industry was a show that would change its location every year and have an equal representation of boardgaming, wargaming and military miniature companies.

To answer the second question is a little more difficult. An all manufacturers show is often termed a trade show. Normally, trade shows are only for wholesalers and retail-

(CONTINUED ON PAGE 97)



**WARGAMING · BOARDGAMING
& MILITARY MINIATURES**

Origins Update

ORIGINS '79 will be held this coming June 22, 23 and 24 at Widener College in Chester, Pa.

Four major motels are within 10 minutes driving time of the center, there is a large air-conditioned cafeteria, over 60 classrooms, three lecture halls capable of seating over 400 people, 1000 plus dorm beds for inexpensive housing, and over 20,000 square feet of dealer's area.

Transportation to Widener College is along three major highways along the Baltimore to Boston transportation system. Amtrak also runs through Chester. The airport (Philadelphia International) is only 15 minutes driving time from the site.

A broad range of how-to seminars, popular tournaments, an expanded miniatures format, and a "first rate multimedia history of gaming" are planned for the show.

For more information on the show, send a stamped, self-addressed envelope to Origins '79, P.O. Box 282, Radnor, PA 19087. Refer to the upcoming April and May issues of CM&HI for complete Origins '79 information. ■

Michigan Convention

MICHICON VIII, Metro Detroit Gamers' fourteenth game convention, will be held June 1, 2, and 3, 1979 at Oakland University in Rochester, Michigan, just north of Detroit. The convention will feature over 25 boardgame tournaments, 10 role-playing game tournaments, over 60 miniatures tournaments and demonstrations, seminars/panels/

workshops, auctions, flea markets, and over 50 exhibit booths.

Metro Detroit Gamers expect to draw between 1,500 and 2,000 people to the convention. WinterCon VII, held this past December, drew 1,500 people despite heavy snow and bad weather all weekend. This year's MichiCon should draw many more people due to better weather, the continuing natural growth in size of wargaming conventions, the carry over effect from Origins 78, and the availability of dorm lodging on the Oakland University Campus.

The same two buildings used for WinterCon will again be used, with exhibitors again being housed in Oakland Center's Crockery Room. Plans are to use Crockery exclusively for exhibit booths and exhibit games, similar to Origins 78 style. All games in this area will cease during non-selling hours to allow for maximum security. Professional exhibit equipment with draped booths and table cloths will be used. As in the past, uniformed security guards will be provided over night.

According to show organizers, they will be continuing their "exclusivity feature." Only manufacturers or their exclusive representatives will be able to sell at MichiCon. If a manufacturer cannot attend, they will line up one of the distributors, wholesalers, or hobby shops to represent the line.

For more information on MichiCon, write Metro Detroit Gamers, P.O. Box 787, Troy, MI 48099 (please send a stamped, self-addressed envelope). ■

Electronic Games

DURING the Holiday season, Parker Brothers had two of the most popular electronic games on the market—Merlin, the Electronic Wizard, and P.E.G.S., the Parker Electronic Games System. These games are expected to continue to sell well as they are fun to play for adults and educational for children. For the benefit of those not familiar with these games, the following is a description of the games and play variations offered.

Merlin is a musical game that can brighten up any child's day. It is a hand-held toy that uses 6 AA batteries. There are six different games that can be played—Tic-Tac-Toe, Music Machine, Echo, Blackjack 13, Magic Square, and Mind Bender.

Echo tests your memory by playing a random number of notes which you then have to recreate by hitting the correct keys. The game is variable in length—from one to nine notes—so it can be made increasingly difficult.

Mind Bender has you guess a mystery number. The length of this number can be from one to nine digits in length. It offers a unique guessing game that also tests your memory.

P.E.G.S. is a different type of game altogether—it is innovative in its concept as a universal game. Provided with P.E.G.S. are instructions for 15 different games which vary in complexity from beginner to advanced. The games are Free-For-All, Mad Dash, Tic-Tac-Two, Border Patrol, X-rays, Tank Blitz, Chain Gang, Leap Frog, Battle of the Blobs, Hideout, Rapid Transit, Hostage, Space Attack, Football, and Soccer. More games can be added since P.E.G.S. has the ability to add games of your own creation.

Both Merlin and P.E.G.S. are microprocessor games that will continue strong in the coming months. They appeal to both children and adults and are good all year gift items. ■



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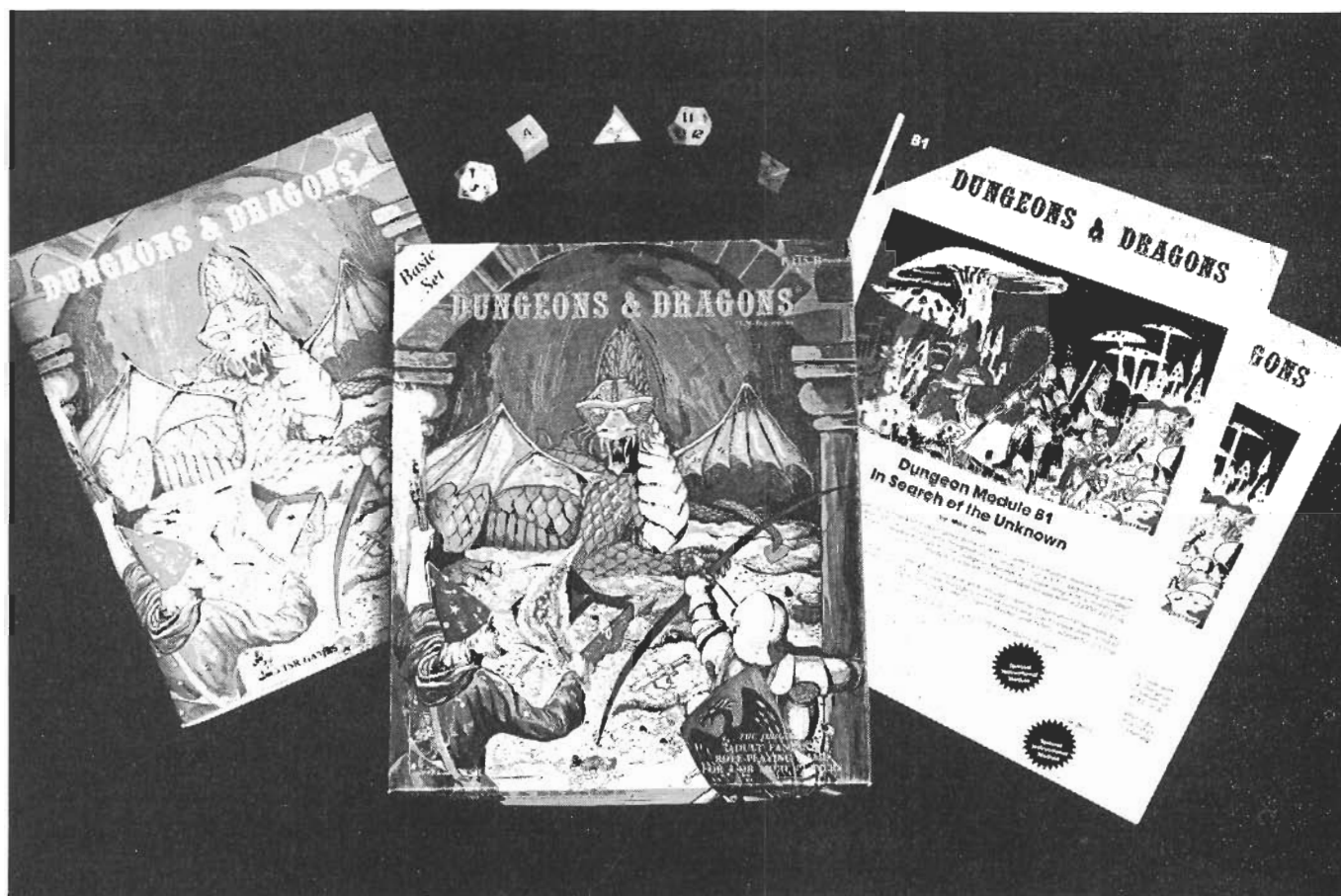
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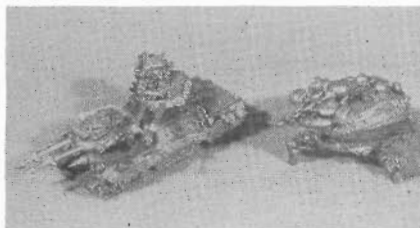
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MILITARY PRODUCT SHOWCASE

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1/285th scale castings from the Superior Galactic War Machines range. (From left to right) is TT-01 a **Terran Heavy Galactic War Machine** of the Devestation Class and ET-21 a **Entomlian Medium Galactic War Machine** of the Tarantula Class. TT-01 is cast in 3 pieces and ET-21 is cast in 2 pieces. Each is packaged in a box with 2 or 3 per pack. TT-01 is \$6.95 and ET-21 is \$5.95 retail.

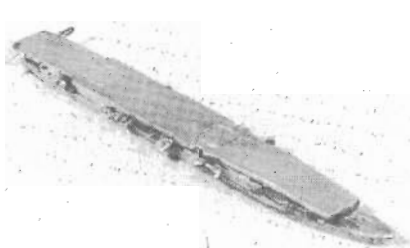


From the Garrison Swords and Sorcery range in 25mm is a fantasy casting. SS-14 is a **Dragon**. Cast in 3 pieces it assembles easily. Packaged in a box with 1 per pack. \$6.95 retail.

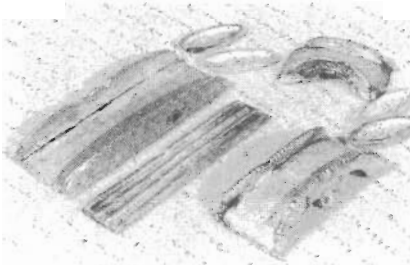


The **Armoured Centaur**, SS-91 is a 25mm figure from the Garrison Swords and Sorcery range. A single piece casting, no assembly required. Packaged in a box with 4 per pack. \$3.75 retail. **Circle RSC #342.** See ad page 84.

ZOCCHI ASSOCIATES



From the Eisenwerk Naval range in the 1/2400th scale is J-02, a casting of the **Japanese Light Aircraft Carrier** SHO HO. Single piece casting, no assembly is required. Packaged in a plastic bag with 1 per pack. \$3.00 retail.



Various types of **Bridges** #1113 are 1/300th scale castings from the Martian Metals Accessory range. Cast in 8 pieces. Some assembly may be required. Packaged in a plastic bag with 8 pieces per pack. \$2.95 retail. **Circle RSC #340.**

See ad page 88.

GHQ MICRO ARMOUR



1/285th scale casting from the WWII Micro Armour range. US-21 is a **M-10 Tank Destroyer**. Cast in 3 pieces, some assembly is required. Packaged in a bubble pack with 5 per pack. \$3.75 retail.



From the WWII Micro Armour range in the 1/285th scale. R-13 is a 2 pieces casting of a Russian 7.62cm "**Crash Boom**" gun. Packaged in a bubble pack with 5 per pack. \$3.45 retail.

RAL PARTHA



15mm scale figures from American Civil War range. AW-411 are single piece castings of **Garibaldi Guards Firing**.



From American Civil War range in 15mm are horsemen. AW-550 is a **Confederate Cavalryman Charging** who is firing a shotgun. Single piece casting, no assembly required.



Union Dismounted Cavalrymen firing, AW-440, are 15mm scale figure from the American Civil War range. Single piece castings, no assembly required. **Circle RSC #300.** See ad page 93.



US-22 is a **Jumbo M4A3E2 Tank** in the 1/285th scale from the WWII Micro Armour range. Cast in 3 pieces, some assembly is required. Packaged in a bubble pack with 5 per pack. \$3.75 retail. **Circle RSC #301.** See ad page 91.

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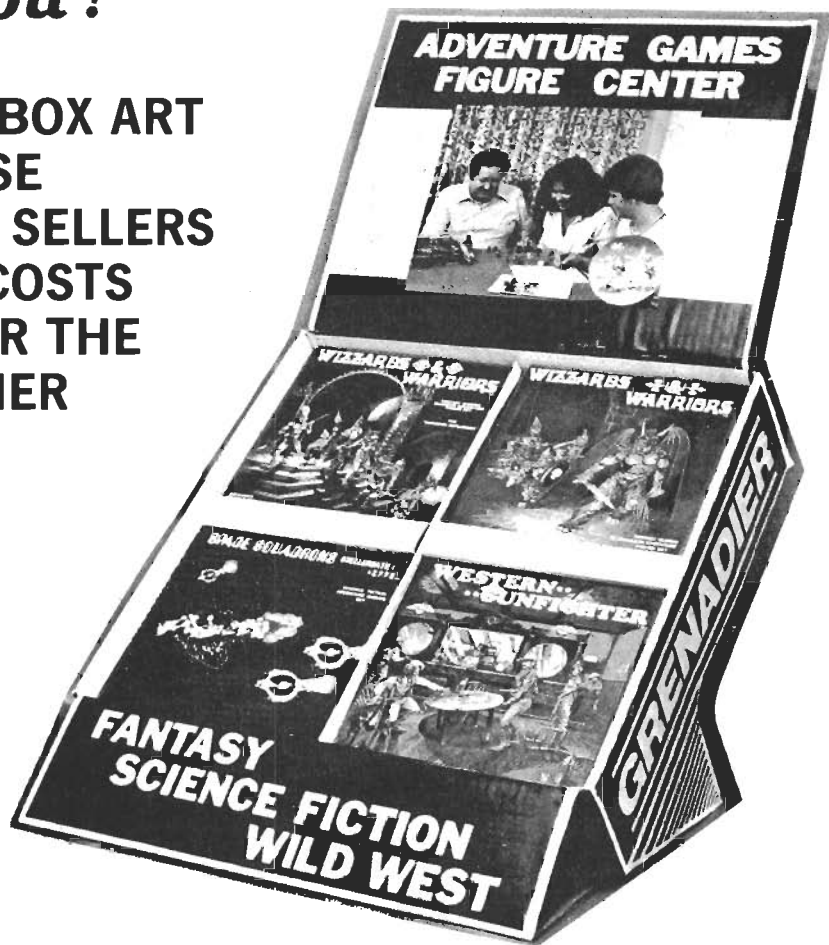
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From the Science Fantasy range in 25mm are fantasy castings. #2034 is a set of figures known as the **Pirate Captain** and the **Bounty Hunter**. Cast in 4 pieces, some assembly is required. Packaged in a plastic bag with 2 per pack. \$2.49 retail.



The Desert Rats, #2076, are 25mm castings from the Science Fantasy range. Single piece castings, no assembly is required. Packaged in a plastic bag with 5 per pack. \$2.95 retail. Circle RSC #337. See ad page 92.

GRENADIER MODELS



From the Ancient Armies range in 15mm are Ancients castings. (From left to right) is AA-5 an **Egyptian Archer** and AA-6 a **Nubian Infantryman**. Both are single piece castings that require no assembly. Packaged in a bubble pack with 20 per pack. \$2.98 retail.



Meshwesh Infantrymen, AA-9 are 15mm single piece castings from the Ancient Armies range. Packaged in a bubble pack with 20 per pack. \$2.98 retail. Circle RSC #341. See ad page 87.



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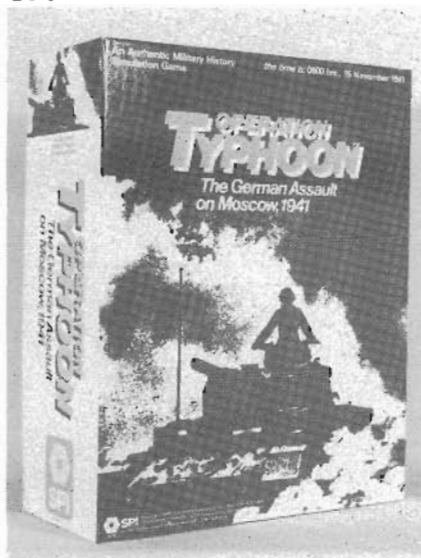
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Operation Typhoon is a historical boardgame simulation of the last ditch German offensive against Moscow in the Fall of 1941. An operational level game, it stresses the importance of supplying the combat units. Large game with three 22" x 34" maps and 800 die cut counters. Game should only be recommended to experienced gamers because of its size and complexity of play. Packaged in a box with map, rules, die cut counters, charts and tables.

I/R MINIATURES

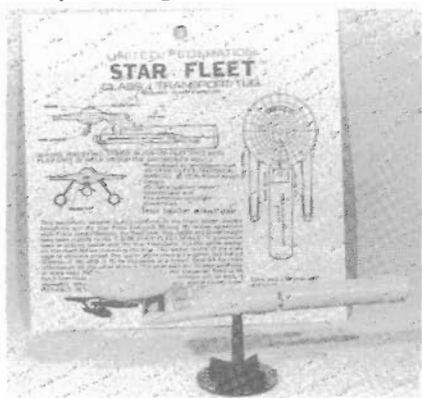


Military Print #4 is a Black and White sketch of the famous Confederate soldier General "Jeb" Stuart. This print is suitable for framing as is or it can be colored with pencils or watercolors. Painting guide is included underneath the sketch. Sold as shown.

ZOCCHI ASSOCIATES



The Skirmish Wargamers Old West Gunfight, Rules 1816-1900, is a set of role playing rules for this exciting period of history. Rules allow players to take the roles of outlaws, marshalls or indians. Player characteristics are chosen prior to the games start and just because he may be the fastest draw around doesn't mean he'll hit the target. Fairly complex game, should be recommended to those with some experience in role playing games. This third edition is available with a starter set of miniatures as shown. Packaged in zip lock bag.



Class I Transport/Tug in the 1/3788th scale from the **United Federation Star Fleet** range. Cast in approximately 10 plastic pieces, it snaps together easily. Packaged in plastic bag with cover sheet as shown.



Pictured are some of the multi-sided dice in various colors available from

HERITAGE MODELS



Quest is a boardgame simulation based on the legends surrounding King Arthur and the Knights of the Round Table. Can be played by 2 to 6 players who move their units across the map trying to complete the quest. As they move, they have to overcome many obstacles. Simple game, it can be highly recommended for beginners. Packaged in a box with rules, mounted map and die cut counters. \$9.95 retail.



Sopwith is a simple boardgame simulation of tactical aerial combat during WWI. Players control their aircraft by keeping track of Ammunition, Damage, Altitude, Speed and Heading. Aircraft take off and land on their respective bases as the game progresses. From 2 to 6 people may play and the last surviving plane is the winner. Simple game, it can be recommended to beginners. Packaged in a box with rules, mounted map and die cut counters. \$9.95 retail. **Circle RSC #393.** See ad page 89.

Zocchi Associates. They are used in all types of rule books and boardgames. Different combination sets are available. **Circle RSC #299.** See ad page 88.



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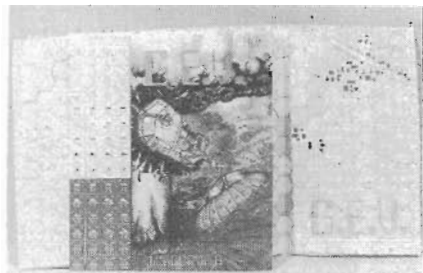


MICRO ARMOUR

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WARGAMING SHOWCASE

METAGAMING



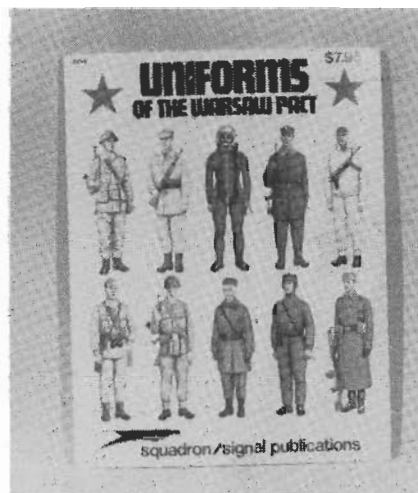
G.E.V. is a Science Fiction board-game simulation of tactical armor combat set in the far future. This is the time when machines can operate with or without crews. Infantry are enclosed in power suits coming to grips with armor. Simple game that is challenging to play. Can be recommended to beginners. Packaged in plastic bag with map, rules and die cut counters. \$3.95 retail.



The Black Hole, Microgame #10, is a Science Fiction boardgame simulation of tactical combat in space. Players control space ships, powered armor units and missiles while trying to capture the asteroid known as the Black Hole. Fairly simple game, should be recommended to someone with previous gaming experience. Packaged in plastic bag with map, rules and die cut counters. \$2.95 retail. **Circle RSC #318.**

See ad page 88.

SQUADRON/SIGNAL



Uniforms of the Warsaw Pact is a 64 page soft covering this interesting subject. All of the Nations in the Pact are detailed in separate chapters. Through numerous photos and sketches you're shown the difference in uniforms and insignias. Well detailed, a good book for the wargamer or collector interested in contemporary uniforms. \$7.95 retail. **Circle RSC #336.**

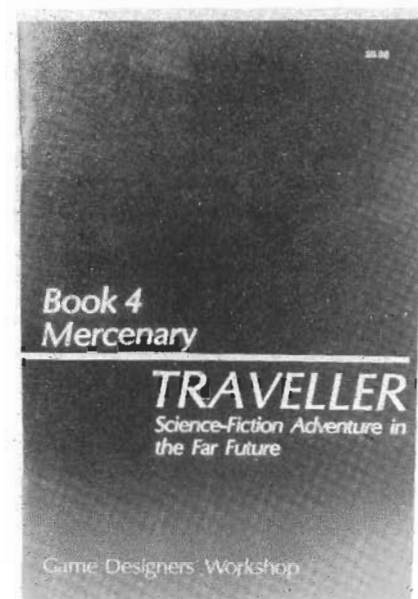
See ad page 52.

HIPPOCRENE BOOKS



The Eagle and the Serpent and **The Battle for Antwerp** are books for the gamer wanting detailed historical in-

GAME DESIGNERS



Mercenary is a supplemental rule book to the popular science fiction role playing game *Traveller*. Supplement adds the Mercenary classification to the characters that can be played in the game. Background information such as dress, weapons and training are detailed in this booklet. Well written and highly informative adds interesting possibilities into your game. \$5.98 retail. **Circle RSC #335.**

See ad page 92.

formation. *The Eagle and the Serpent* deals with the history of Mexico from the invasions of the Spanish to the invasion by the Americans. *Antwerp* covers this important Allied battle in Belgium during WWII. Both are well written and cover their subjects thoroughly. *Antwerp* is \$14.95 and *The Eagle and the Serpent* is \$12.95 retail.

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HISTORICAL — MINIATURES

MISHLER COMPANY



Nebula 19 is a boardgame simulation of interstellar combat in the future. In this game, players design space ships to their own specifications. **Movement** is 3-dimensional and players must protect their home planets while trying to invade the opponents. Game contains three versions ranging from Basic to Advanced. Simple game, should be recommended to gamers with some previous boardgame experience. Packaged in a zip lock bag with map, rules and die cut counters. \$10.00 retail. Mishler Company, Dept. CM, Box 2626, LaMesa, CA 92041. **Circle RSC #333.**

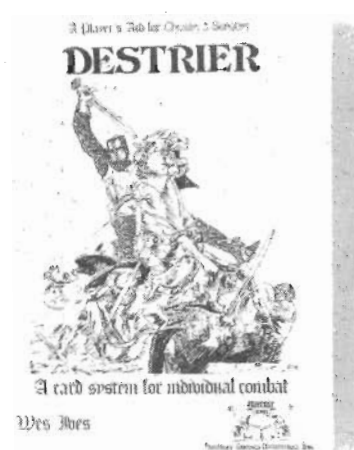
TSR HOBBIES



Tomb of Horrors is a Special Module for the Advanced Dungeons and Dragon game players. Referees game aid that contains all background material needed to play. Also has the charts, tables, maps and descriptions of characters and events that players may encounter while on this adventure. Excellent aid that can add new excitement to the game of Dungeons and Dragons. \$5.49 retail. **Circle RSC #295.**

See ad page 85.

FANTASY GAMES



Destrier offers a simplified combat system that can be used in place of the system presented in the role playing game of *Chivalry and Sorcery (C&S)*. System has the players using combat cards as the decision makers in the game. Both players reveal their cards simultaneously and the results of that combat would be resolved. While specifically designed for C&S it should easily be adaptable to other systems. Should not be recommended to beginners as it contains many new concepts. \$5.00 retail.

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Report On The HIA

THE 42nd Hobby Industry Convention and Trade Show, held last January 28-31, was in many ways the best and most successful ever held. Over 6,000 buyers and almost 500 exhibitors filled the 240,000 sq. ft. convention facility. According to reports from both the buyers and exhibitors, this was one of the busiest writing Shows in recent history.

According to the HIA, adverse weather conditions around the country caused a 6% drop in buyer attendance. The HIA says that most exhibitors reported that, based on orders placed at the Show, they are looking for a substantial growth in sales over the next 10 months.

Most exhibitors seemed well satisfied with orders placed at the Show. One exhibitor said "Buyer attendance may have been slightly off, but the buyers who did attend were the majors, many of whom are making substantial commitments to our Industry for the first time." The general feeling among exhibitors questioned by CM&HI was that the buyers who did attend placed orders while those that didn't attend were just "lookers" who probably would not have written orders.

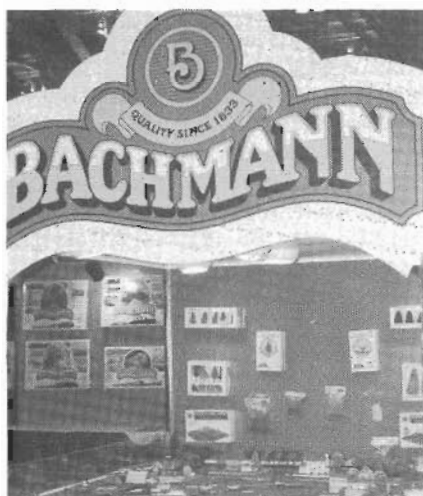
The convention facility itself, with over 7 miles of exhibitor aisles, was a very superior facility. Layout was systematic, facilities such as food concessions and rest rooms were ample, and there was plenty of additional space for workshops and meeting rooms.

Several product categories stood out as major growth areas of the future. In Crafts, art materials, stained glass, and needlecrafts had an extremely strong showing. Miniatures, the "hot" item in recent years, showed a wide variety of new and sophisticated products. Most miniatures exhibitors reported very good sales. According to one of the almost 80 exhibitors involved in miniatures, "We are presently growing at a rate in excess of 25% annually and we have not yet scratched the surface." The HIA predicts that there will be an additional 20 new manufacturers at next year's Show in Anaheim.

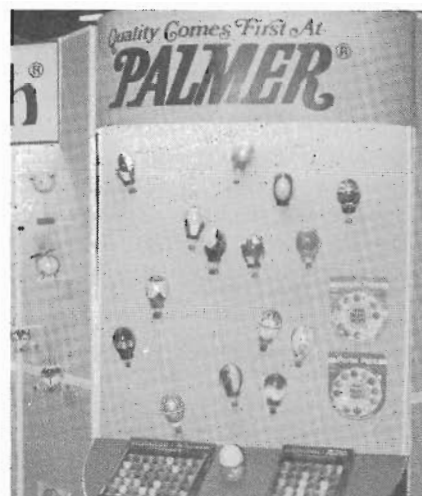
In the Hobby/Models area, the HIA reports that rather than new categories of merchandise, this year's trend was for solidification of Industry identification and the emergence of strong



Model Car Racing was a very "hot" item at the Show. Shown here is Ideal's booth featuring RCR and TCR.



Model Railroading made a strong showing.



Artists materials were very strong in Crafts.

Miniatures were more popular than ever. Here, Jackie Dieber demonstrates how to build a dollhouse for Plaid Enterprises.



growth patterns in the more staple categories. R/C, which has shown sharp growth over the past two years, continued with more varied and sophisticated products.

Model railroading which, according to the HIA, is considered by many to be a key building block in the founda-

tion of the Industry, maintained a high profile at the Show. There were more than 10 first time model railroad equipment exhibitors—joining the over 40 previous exhibitors.

Other categories, such as plastic model kits, model rockets, model car racing, and model flying—long con-

MODEL RAILROADING

(CONTINUED FROM PAGE 39)

The variety of good quality, relatively inexpensive plastic kits continues to increase, and with it, the modeller's involvement may be shifting. It appears as though less time will be spent scratch building, and more time will be spent finishing: Detailing, Painting, Weathering, etc. ■

COMMAND STUDY

(CONTINUED FROM PAGE 83)

ers who are looking to place quantity orders. As of yet, there are not enough retail stores across the nation carrying material from this hobby to support this kind of show. One day there will be, but for now the manufacturers must travel to the show to display their products. It is not a cold written fact that "ONLY" manufacturers can exhibit, but that is the way it has been.

It is possible for you, the retailer, to get involved in Origins or any other show by trying the following: 1) Get exclusive rights to sell at the show if it is manufacturers only and the manufacturer isn't attending. 2) Write to the people running the event and request booth information and products that you could sell. 3) Sponsor some tournaments; if the manufacturer happens to be attending, contact him requesting that you be allowed to run a specific tournament. 4) Advertise in the program booklet. After all, people travelling hundreds of miles sometimes stay a few days longer. You never know when a tourist may just drop in. Or, 5) you can run a post-convention sale of your slow moving items. In this way you will make room for the new releases that you will soon be receiving. I'm sure that there are also other methods, but the secret is for you, the retailer, to become involved.

While portions of this hobby have been around for many years, it is only within the past few years that consumers have been aware of it. It is because of enterprising individuals like Gary Gygax of TSR, Tom Shaw of Avalon Hill Games, Jim Oden of Heritage Models, Jim Dunnigan of SPI, Scotty Bizar of Fantasy Games, Andy Chernak of Grenadier Models, Frank Chadwick of GDW and a host of other people that this industry is growing. Through all of this, there is one thing that remains constant, and

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that is everyone's involvement for the betterment of the hobby. The key word here is involvement, and you, the retailer, can be part of it. After all, you are the manufacturer's direct contact with the consumer. It is through you that consumer awareness of this industry will grow. Your involvement with everything will prove Gary Gygax's prediction of this hobby growing to represent 4 or 5 percent of the total volume sold during this year. ■

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